

Message Text

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PAGE 01 STATE 074443
ORIGIN EB-08

INFO OCT-01 EA-10 ISO-00 COME-00 CIAE-00 DODE-00 PM-05
H-01 INR-10 L-03 NSAE-00 NSC-05 PA-01 SP-02
SS-15 USIA-06 ACDA-12 STR-07 TRSE-00 OMB-01 /087 R

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-----097742 230857Z /11
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FM SECSTATE WASHDC
TO AMEMBASSY TOKYO

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E.O. 11652: N/A

TAGS: EAIR, JA

SUBJECT: JAPANESE PLANS TO BUY AND LEASE AIRCRAFT

REF: TOKYO 4358 AND PREVIOUS

1. LOCALLY BASED AVIATION INDUSTRY REPS ARE FOLLOWING THE MITI AIRCRAFT LEASE CONCEPT CLOSELY. WHILE THEY ARE PLEASED TO LEARN THAT GOJ WILL NOT ENDORSE, SUPPORT OR OTHERWISE PROMOTE THE A300 OVER US AIRCRAFT, THEY ARE STILL WORRIED. LOCKHEED IN PARTICULAR IS ANXIOUS THAT IF MITI SUCCEEDS IN ESTABLISHING ITS AIRCRAFT LEASE PROGRAM, THE CHIEF BENEFICIARY WOULD BE THE A300.

2. PART OF LOCKHEED'S SENSITIVITY IS BASED ON ITS CONCERN THAT EASTERN'S DECISION TO PURCHASE THE A300 IS
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CONDITIONAL UPON AN EASTERN TRADE-IN OF SOME OF THEIR LOCKHEED L-1011'S WHICH WILL BE MADE SURPLUS UPON THE INTREGRATION OF THE A300 INTO ITS FLEET. SINCE THESE SURPLUS USED L-1011'S DEPRESS THE ALREADY WEAK MARKET FOR NEW ONES, THE NEWS THAT GOJ MAY INSTITUTE A LEASING PROPOSAL TO "GIVE" AIRCRAFT TO LDC'S HASN'T DONE MUCH TO INSPIRE LOCKHEED'S ENTHUSIASM, ESPECIALLY SINCE THEY

FEEL IF GOJ IS GOING TO UNDERWRITE A "GIVE AWAY" PROGRAM,
MARKET FORCES WOULD NATURALLY WEIGH THE CHEAPER A300
PRICE-TAG FAR MORE HEAVILY THAN ANY OTHER FACTOR.

3. ALTHOUGH WE DON'T SHARE LOCKHEED'S ANXIETY, THE
DEPARTMENT AND DOC ARE INTERESTED IN WHAT WILL COME OF
MITT'S LEASE PROPOSAL. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRCRAFT, LEASES, SUPPLEMENTAL AIRLINES
Control Number: n/a
Copy: SINGLE
Draft Date: 22 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
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Handling Restrictions: n/a
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ISecure: 1
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ae4c1fbf-c288-dd11-92da-001cc4696bcc
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Original Classification: LIMITED OFFICIAL USE
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